



# TradeTech

Palais des Congrès de Paris | Paris, France | 12 - 13 April, 2016

## Transforming Equity Trading. Together.

THE MEETING PLACE FOR EUROPEAN LEADERS  
IN EQUITY TRADING

Be inspired. Learn from:



KEVIN CRONIN  
Global Head, Trading  
Invesco



MILES KUMARESAN  
Global Head, Trading  
Nordea Investment  
Management



MIKE BELLARO  
Global Head, Equity Trading  
Deutsche Bank Asset  
Management



CHRISTOPH MAST  
Global Head, Equity Trading  
Allianz Global Investors



ALISON HOLLINGSHEAD  
Head, Investment Management  
Services  
Man Group



DALE BROOKSBANK  
Managing Director, Head, Trading  
EMEA  
State Street Global Advisors



SIMON STEWARD  
Head, European Equity Trading  
Capital Group



VICTORIA KELLY  
Head, Equity Trading  
Fidelity Investments

Sponsored by the World's Leading Banks:



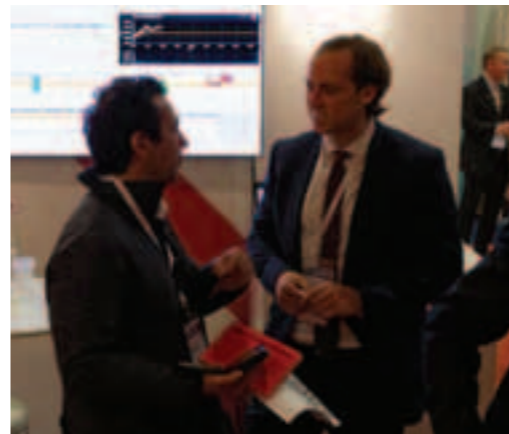
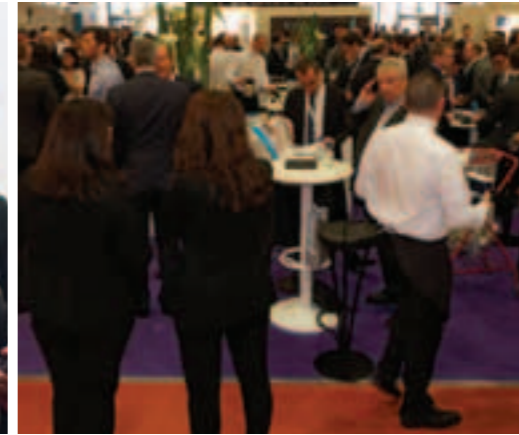
Principal Sponsors:





“ A true representation of the European equity market- all the market players were there in force.”

Gianluca Minieri  
Global Head of Trading



# Welcome to TradeTech

A note from the 2016 Advisory Board – A highly tailored agenda crafted by the industry

Dear Colleagues,

Do you want to ensure that you are in line with MiFID II requirements and put yourself ahead of the competition? If so, then don't miss out on the educational 'how to' advice we have prepared for **TradeTech 2016**.

Your senior level peers will be sharing their insights on how to **adhere to regulatory changes, streamline processes, be more cost effective** and **meet the needs of your investors**.

Will you be among them?

If you specialise in equity or multi-asset trading, execution or technology, then our agenda is crafted by senior trading professionals from leading financial institutions with you in mind. It's practical, interactive, and crammed with essential information.

You will discuss and debate how to overcome the challenge of **sourcing liquidity, best execution evidencing, navigating new venues, and evaluating new trading platforms and data analysis tools** that can drive smarter trading and investment decisions.

Get involved in a range of interactive session formats, like roundtables, workshops and expert panels, and take the opportunity to field your questions to industry-leading figures.

With **over 1000 senior-level trading professionals** in attendance, and more than **80 leading speakers**, **TradeTech Europe** is the place to go to openly discuss and debate challenges whilst finding real solutions to bring back to your desk.

We look forward to welcoming you to Paris in April 2016.

Best wishes,



Susie Benaim  
Content Director



## Advisory Board for 2016:



Mike Bellaro  
Global Head, Equity Trading  
**Deutsche Bank Asset Management**



Simon Steward  
Head, European Equity Trading  
**Capital Group**



Tony Russell  
Head, Trading  
**Newton Investment Management**



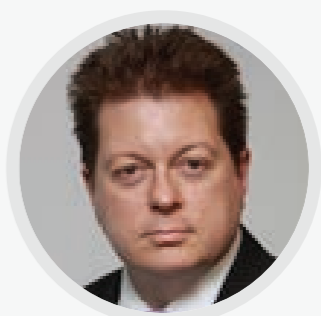
David Miller  
Head, EMEA Trading  
**Invesco**



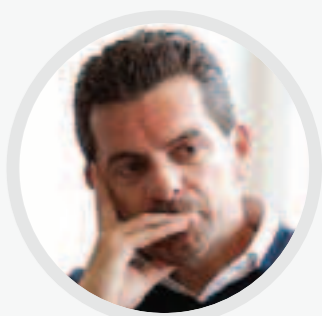
Christoph Hock  
Head, Multi-Asset Trading  
**Union Investment**



Richard Balarkas  
CEO  
**Quendon Consulting**



Huw Gronow  
Director, Equity Trading  
**Principal Global Investment**



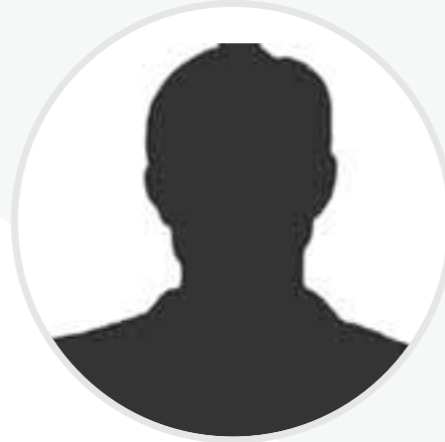
Gianluca Minieri  
Global Head, Trading  
**Pioneer Investments**



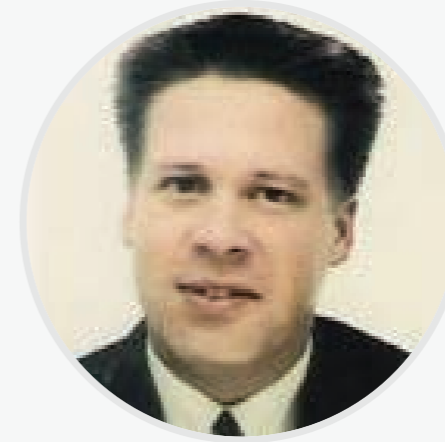
Kevin Cronin  
Global Head, Trading



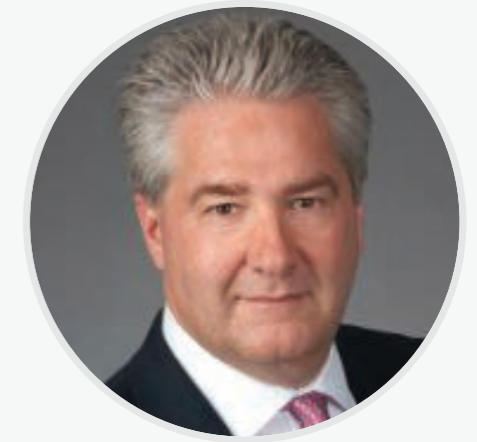
Christoph Mast  
Global Head, Equity Trading



Alistair Moran  
Portfolio Manager



Martin Henning  
Head of Execution



David Miller  
Head, EMEA Trading



# Your Keynote Visionaries

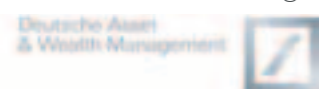
Be Inspired – Here’s a Selection of Your 2016 Keynotes



Tim Harford  
The Undercover Economist



Mike Bellaro  
Global Head, Trading



Alison Hollingshead  
Head, Investment Management Services



Victoria Kelly  
Head, Equity Trading



Frederic Surry  
Head, Equities and Convertibles



Dale Brooksbank  
Managing Director, Head, Trading EMEA

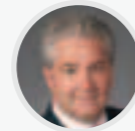


# Be Inspired. Learn from Market Thought-Leaders Including:

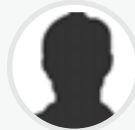
## TOP RANKING GLOBAL ASSET MANAGERS



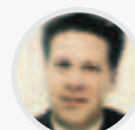
**Kevin Cronin**  
Global Head, Trading  
**Invesco**



**David Miller**  
Head, EMEA Trading  
**Invesco**



**Alistair Moran**  
Portfolio Manager  
**UBS Global Asset Management**



**Martin Henning**  
Head, Execution  
**BNY Mellon**



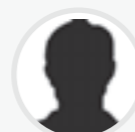
**Mike Bellaro**  
Global Head, Equity Trading  
**Deutsche Bank Asset Management**



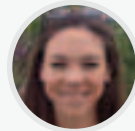
**Ståle Vilming**  
Head, Trading Strategies  
**Norges Bank Investment Management**



**Paul Malloy**  
Head, Fixed Income Europe  
**Vanguard Asset Management**



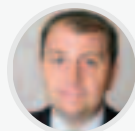
**Frederic Pons**  
Deputy Head, Dealing  
**Amundi Asset Management**



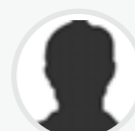
**Victoria Kelly**  
Head, Equity Trading  
**Fidelity Worldwide Investment**



**Christoph Hock**  
Head, Multi-Asset Trading  
**Union Investment**



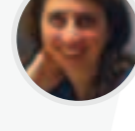
**Dale Brooksbank**  
Managing Director, Head, Trading EMEA  
**State Street Global Advisors**



**Alex van Eijk**  
Head, Trading  
**NN Investment Partners**



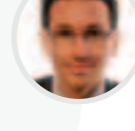
**Laurent Albert**  
Global Head, Trading  
**Natixis Asset Management**



**Danièle Chekroun**  
Head, European Equity Execution  
**AXA Investment Management**



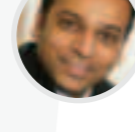
**Christoph Mast**  
Global Head, Equity Trading  
**Allianz Global Investors**



**Antonio Pilato**  
Head, Trading  
**Generali Investments Europe**



**Simon Steward**  
Head, European Equity Trading  
**Capital Group**



**Miles Kumaresan**  
Global Head, Trading  
**Nordea Investment Management**

## GUEST SPEAKERS



**Mark Gallagher**  
**Formula 1** Commentator, Pundit and Former Head of Cosworth's F1 Business



**Clare Flynn Levy**  
Founder and CEO  
**Essentia Analytics**



**Tim Harford**  
The Undercover Economist  
**The Financial Times**

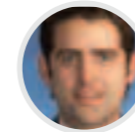
## TOP TIER BANKS AND BROKERS



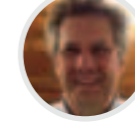
**Ralston Roberts**  
Co-Head, Electronic Trading, EMEA  
**Goldman Sachs**



**Antoine Bisson**  
Head, Execution  
**Exane BNP Paribas**



**Damien Vanderwilt**  
Managing Director  
**Goldman Sachs**



**John Lowrey**  
Global Head, Electronic Markets in Equities  
**Citi**



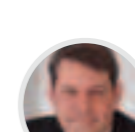
**Richard Semark**  
MD, Head, EU Client Trading & Execution and CEO, UBS MTF  
**UBS**



**Stephane Giordano**,  
Chairman of the French Financial Market Association (AMAFI)  
**Societe Generale**



**Rupert Fennelly**  
Head, Electronic Trading, Europe  
**Morgan Stanley**



**Mark Pumfrey**  
Head, EMEA  
**Liquidnet Europe**



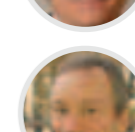
**Christopher Marsh**  
Head, AES Europe  
**Credit Suisse**



**Philip Allison**  
CEO  
**KCG Europe**



**Matthew Grabois**  
Global Marketing Manager - Digital Transformation Leader  
**BNP Paribas Securities Services**



**Robert Buller**  
Global Head of Account Management  
**Kepler Cheuvreux**



**Rob Boardman**  
Managing Director, CEO  
**ITG Europe**





**Adam Toms**  
CEO  
**Instinet Europe**





**Duncan Higgins**,  
MD, Head of Electronic Sales, EMEA  
**ITG**


## OTHER LEADING ASSET MANAGERS AND HEDGE FUNDS


 Alison Hollingshead  
Head, Investment Management Services  
**Man Group**

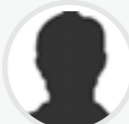
 Eirik T. Hauge  
Head of Trading & Passive Strategies  
**DNB Wealth Management**

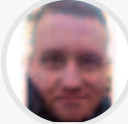
 Alexander Fleiss  
CEO, Chief Investment Officer & Co-Founder  
**Rebellion Research**


 Oliver Steinki  
Founding Partner  
**Evolutiq**


 Dave Sanderson  
President  
**KFL Asset Management**

 Alexander Neil  
Head of Equity & Derivatives Trading  
**EFG Bank**

 Hubert Rotivel  
Global Head, Dealing  
**BNP Paribas Dealing Services**


 Claus Mose  
Head, Equity and FX Trading  
**SparInvest**

 Chantal Brennan  
Chief Investment Officer  
**Davy Asset Management**

 Tuhin Ghosh  
Chief Investment Officer  
**Motif Capital Management**


## REGULATORY EXPERTS

 Mehdi Manaa  
Head, Market Infrastructure Development Division  
**ECB**

 Tom Springbett  
Manager, Trading Venues Policy  
**FCA**

 Kostas Botopoulos  
Legal Counsel for European Affairs  
**Bank of Greece**

 Christian Krohn  
Head, Equities  
**AFME**

 Arjun Singh-Muchelle  
Senior Advisor, Regulatory Affairs (Institutional and Capital Markets)  
**The Investment Association**



# Highlights vs. What's New for 2016?

We've been working with your equity trading leaders to find out how we can make TradeTech Europe even better and this year we've made changes to incorporate more networking and debate with even more expert speakers.

## MORE INSPIRATION FROM MARKET LEADERS:

**KEYNOTE PRESENTATION:**  
How will true unbundling shift trading paradigms post MIFID II?



Kevin Cronin  
Global Head, Trading  
**Invesco**

**FIRESIDE CHAT WITH THE CEO:** Transparency, block trading and market structure



Jonathan Clark  
CEO  
**Luminex Trading**



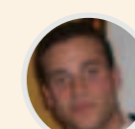
Martin Henning  
Head, Execution  
**BNY Mellon**

## A STRONGER FOCUS ON LEVERAGING DATA:

**ALL STAR PANEL:** How to use data to better analyse trade performance- What are the opportunities?



Dale Brooksbank  
Managing Director, Head,  
Trading EMEA  
**State Street Global Advisors**



Alexander Fleiss  
CEO, Chief Investment Officer &  
Co-Founder  
**Rebellion Research**



Oliver Steinki  
Founding Partner  
**Evolutiq**



Eirik T. Hauge  
Head of Trading & Passive Strategies  
**DNB Wealth Management**

## DIRECT FEEDBACK FROM THE REGULATORS:

**T2S – making European post-trading easier**



Mehdi Manaa  
Head, Market Infrastructure Development Division  
**ECB**

**INTERVIEW:** Evaluating the power of price prediction with big data and machine learning



*Interviewer:*  
Mark Spanboeck  
Acting Chairman  
**FIA European Principal Traders Association**



*Interviewee:*  
Dave Sanderson  
President  
**KFL Asset Management**

**ALL STAR PANEL:** Dark pool trading- Are the MiFID II limits on trading and wavers a help or a hindrance to drive market liquidity?

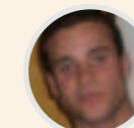


Tom Springbett  
Head, OTC Derivatives and Post-Trade Policy  
**FCA**



Christian Krohn  
Head, Equities  
**AFME**

**DISCUSSION PANEL:** What are the new frontiers in data collection, management and analysis to make smarter, long-term investment decisions



Alexander Fleiss  
CEO & Chief Investment Officer  
**Rebellion Research**



Tom Doris  
CEO  
**OTAS Technologies**



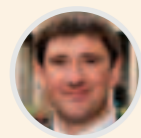
Tuhin Ghosh  
Chief Investment Officer  
**Motif Capital Management**

# Highlights vs. What's New for 2016?

## MORE FOCUSED DRILL DOWN SESSIONS:

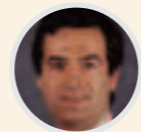
### BUY SIDE ONLY DRILL DOWN ROUNDTABLES:

Table 1: Trading jobs are disappearing. Are buy side traders required or just hanging on until technology makes them redundant?



Marcus Hooper  
Dealing Consultant  
**Sarasin & Partners**

Table 2: What do the buy side need to do to best manage brokers and ensure best-in-class execution?



Giovanni Belioffi  
Managing Director  
**Auriel Capital**

Table 3: Trading Fixed Income- how to transfer skills from equity trading to build an efficient multi-asset trading desk



Vipul Chandna  
Head of Business Solutions  
**Sarasin & Partners**

### EXCLUSIVE HEAD TRADER THINK TANK- invite only session for 20 Buy Side Global and European Heads of Trading

This boardroom provides an exclusive opportunity for buy side Global and European Heads of Trading to meet up with like-minded peers.

Open to buy side Global and European Heads of Trading from leading asset managers and hedge funds only – this is a chance to discuss ‘off-the-record’ the most pressing issues, share experiences and talk through solutions to challenges in the equity trading market.

Boardroom discussion: Sharing solutions and devising strategies

- The evolution of the sector trading approach
- PR for the financial market and green credentials
- Impact of regulatory equivalence on the buy side
- The future of Buy Side developing their own algorithms
- Harmonising global buy side and sell side on coverage with commission
- Equity vs Fixed Income- Who is learning from whom regarding trading infrastructures?

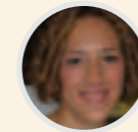
Drinks Reception Sponsored by



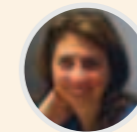
### ‘WOMEN IN TRADING’ THINK TANK

This women-only interactive seminar looks at what it means to be a woman in trading in 2016. Topics discussed include how the current industry is addressing the needs and aspirations of women to develop, showcase and retain female talent and contribution in the financial sector. Discuss your concerns, aspirations and challenges and find solutions from your female peers. Limited spaces, so please do reserve your space early.

Session Leaders:



Alison Hollingshead  
Head Investment Management Services  
**Man Group**



Danièle Chekroun  
Head, European Equity Execution  
**AXA Investment Management**





# Why attending TradeTech Europe delivers a valuable ROI

Cutting edge content to solve your trading challenges

## BUY SIDE

- ✓ Benefit from true peer-to-peer discussion during our **buy side only roundtables** and **Buy Side Head Trader Think Tank** where you can discuss and evaluate new trading solutions and platforms that will enhance the capabilities of your desk
- ✓ Make smarter trading decisions – understand how effective data management and analysis can enable you to predict market trends and make smarter trading decisions
- ✓ Benchmark against your peers – don't miss out on 2 days packed with interactive content including workshops, roundtable discussions and debates to discover new ideas that will keep your trading strategies ahead of the game

## SELL SIDE

- ✓ Comply with MiFID II regulatory requirements- prepare and adapt your processes and budgets to ensure you survive in this competitive market
- ✓ Get in front of Europe's leading buy side community and position yourself in Europe's evolving market structure – understand how market structure changes will impact your business model and what you need to do to demonstrate your value
- ✓ Provide liquidity – identify who are the top liquidity providers of 2016/2017 and how you can work effectively with them to satisfy your investors' demands

## SOLUTION PROVIDER

- ✓ Make new contacts with senior equity trading professionals– attend our interactive sessions, networking breaks and drinks reception to forge these important relationships
- ✓ Identify new market demands – do not miss exclusive insight from leading market participants on where they are investing and what they require to ensure you're meeting their demands
- ✓ Be seen as a thought leader – present your solution to over 1000 senior level equity traders and be seen as a leader in the market

## A RESEARCH-LED AGENDA CRAFTED BY THE INDUSTRY

100 senior-level buy-side equity traders help us build our informative agenda in consultation with our established advisory board – resulting in an agenda packed full of new solutions to the problems you face every day



## BUILDING RELATIONSHIPS FOR 15 YEARS

TradeTech has been delivering the best learning and networking experiences in the industry for 15 years, and is now firmly established as the must-attend event for equity traders globally – with over 1000 attendees from leading buy and sell side firms



# Why TradeTech is THE Must Attend Event for European Equity Traders

## A ONE-OF-A-KIND EXPERIENCE

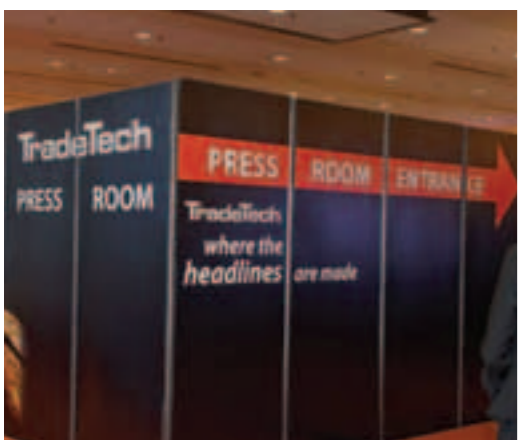
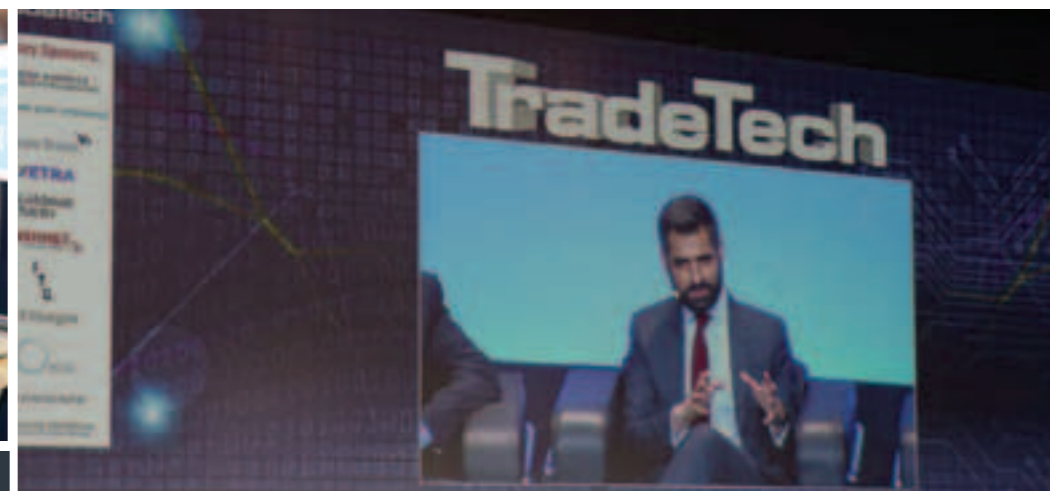
Be inspired by 80+ expert speakers from across the globe - each executing strategies to solve challenges and share recent experiences you can learn from and gain actionable takeaways



## INTERACTIVE LEARNING WITH YOUR SENIOR-LEVEL PEERS

Exchange ideas and solutions on how to solve complex trading problems during more than 50 sessions, including workshops, case studies, debates, panels, roundtables and more





★ ★ ★ ★ ★

“ Tradetech in Paris combines a useful agenda containing high quality speakers with great networking. A “must attend” event.”

Richard Semark  
Head of European Client Execution Strategy and  
Head of UBS MTF




# Main Conference Day One

Tuesday 12th April 2016



07.50 Refreshments and Registration

08.35 Chair's Opening Remarks

Danielle Ballardie, Head of Cash Markets, **Euronext**

## Europe's New Market Structure

08.40 **OPENING REMARKS: The future of financial markets in a rapidly evolving world**

Newly appointed, Stéphane has a proven track record as a successful manager of international organisations, advising on equity raising and M&A advice for venture capital funds and innovative technology companies. His extensive experience of the financial markets, in particular in dealing with European corporates and with global investors, makes him a highly suitable candidate for the role.

Stephane Boujnah, CEO, **Euronext**

08.50 **KEYNOTE PRESENTATION: How will true unbundling shift trading paradigms post MIFID II?**

Kevin is responsible for trading desks in Asia Pacific, Europe and the Americas and responsible for global trading activities including fixed income, equities, equity derivatives, FX, other derivatives and commodities. Managing just under 50 traders on nine desks in seven countries, he has vast experience in running a successful trading desk, and managing an overall AUM of about \$800 billion, with at least two-thirds of that within his purview.

- How will volumes of small and mid cap stock be traded given market caps
- Will unbundling really impact the direction of flow on lit and dark markets?
- Who are the new entrants who will come and shake up the market place?
- Are HFTs the new investment banks of the future or does reputational risk rule?

Kevin Cronin, Global Head, Trading, **Invesco**

09.10 **ALL STAR PANEL: What, when, who and how- What does commission unbundling and changes in research payments really mean for you?**

Proposals to unbundle payments for investment research from trading commissions are a key part of the European Union's updated MiFID II. Do not miss how two leading buy side contributors, including Swedbank Robur with a fully unbundled model, and two leading brokers debate how changes to payment structures will impact both sides of the market, how this will impact pricing and how you should be preparing for the increased scrutiny on your partnerships and their offerings.

- How are the market preparing for these changes?
- What is the organisational restructuring that can be expected on the buy side?
- Who are the best providers for unbiased research and how is the provider landscape for research changing
- How accessible are these providers? How to know if you're making the best choice
- For international organisations, how will this affect different clients and investors by region and can all desks comply?

Christoph Mast, Global Head, Trading, **Allianz Global Investors**

Rob Boardman, Managing Director, CEO, **ITG Europe**

Robert Buller, Global Head, Account Management, **Kepler Cheuvreux**

Miles Kumaresan, Global Head of Trading, **Nordea Investment Management**

Mark Pumfrey, Head, EMEA, **Liquidnet**

09.50 **OPENING INTERVIEW with Damien Vanderwilt, Managing Director, Goldman Sachs**

Damien is co-head of EMEA One Delta Execution Services and head of EMEA and International Sales Trading across channels. He is responsible for the Program Trading, Global Institutional (Cross Asset) and Synthetic Products Group Sales Trading, and a member of the Equities Best Execution Committee.

10.20

## ALL STAR PANEL: How is the European market structure evolving given increased volatility, less liquidity and MiFID II?

MiFID II is not only increasing pressure on market players to demonstrate transparency, but it is shifting the European capital markets structure. Witness a 360° perspective from one of Europe's leading asset managers, two top investment banks, two leading European brokers and a key exchange on how the various market participants are preparing for changes in market liquidity and ensuring they remain competitive in the quickly evolving landscape.

- How is MiFID II shifting market structure and altering liquidity?
- With costs increasing for implementation and compliance, who are the winners and losers?
- How are the buy side getting a competitive edge? Where are the mid-sized company partnership opportunities and where is the innovation coming from?
- Evaluating if banks will be the new intermediators of the market rather than the liquidity providers
- How will volume sizes change and how will this drive competition in the buy side market to bypass traditional liquidity providers?

**Simon Steward**, Head, European Equity Trading, **Capital Group**

**Philip Allison**, Chief Executive Officer, **KCG Europe**

**Richard Semark**, Managing Director, Head of European Client Trading and Execution, UBS and CEO, **UBS MFT**

**Alasdair Haynes**, CEO and Director, **Aquis Exchange**

**Christopher Marsh**, Head, AES Europe, **Credit Suisse**

11.00

## Refreshments in the Exhibit Hall

11.00

## ROUNDTABLE DISCUSSION (11.00-12.00): Navigating the evolving liquidity landscape- embracing new venues and new order types

**Christopher Marsh**, Head, AES Europe, **Credit Suisse**

**Matthew Cousens**, Co-Head, AES European Sales, **Credit Suisse**

**James Hilton**, Co-Head, AES Sales, EMEA, **Credit Suisse**

11.40

## FIRESIDE CHAT WITH THE CEO: Transparency, block trading and market structure

- What are the new buy side to buy side initiatives that are working and where are they falling short?
- Understanding how these need to work to succeed ie. getting a multitude of traders with different objectives involved
- How can buy side firms be involved in such venues when regulatory cost has such a huge impact on resources?
- Insight into European legislation for buy side flows to be redirected to lit markets
- Is this really a liquidity solution especially for large stocks?

**Martin Henning**, Head, Execution, **BNY Mellon**

**Jonathan Clark**, CEO, **Luminex Trading**

## Data: The Power to Predict Equity Markets

12.00

## ALL STAR PANEL: How to use data to better analyse trade performance- What are the opportunities?

Benefit from the expertise of leading European asset managers and innovative hedge funds evaluating how real time trading and market data can be used in a smarter way to ensure better trading decisions. Discover how both large and smaller, more agile companies can collect, manage and analyse this information to better evaluate trade quality and how this can be used to ensure quality broker partnerships.

- Evaluating current strategies to centralise and compartmentalise data internally: How are companies handling the market and the increased volumes of data?
- Strategies towards internalisation, analysis and gaining autonomy over analytical capabilities for the better of your end client
- How can data allow you to make real time, smarter decisions through automated processes in practice? How far off are we from automation?
- What can this data really tell you about quality of trade flow with certain brokers and investment decisions

**Dale Brooksbank**, Managing Director, Head, Trading EMEA, **State Street Global Advisors**

**Oliver Steinki**, Founding Partner, **Evolutiq**

**Alexander Fleiss**, CEO, Chief Investment Officer & Co-Founder, **Rebellion Research**

**Eirik T. Hauge**, Head of Trading & Passive Strategies, **DNB Wealth Management**

12.40

## FIRE SIDE CHAT: Real time communication of tomorrow- How is desk communication going to evolve in 2016?

With Project Symphony and other communication initiatives planned to disrupt current communication systems, it is vital to understand and evaluate how they will change and impact current practices, and what the long term benefits are for market participants in swapping trading information. Benefit from Fidelity and Citi discussing how desk communication is evolving and what is needed in the future of electronic messaging.


- What are the improvements that current trading desks need and what will they be comfortable with?
- Understanding how Project Symphony is playing into this market and helping share information internally
- How will this work in practice?

**Victoria Kelly**, Head, Equity Trading, **Fidelity Worldwide Investment**

**John Lowrey**, Global Head, Electronic Markets in Equities, **Citi**

13.05

## Lunch

	Stream A: Best Execution and New Liquidity Opportunities	Stream B: Innovations in Trading Technology	Buy Side Drill Down Roundtables	Buy Side Head Trader Think Tank (by invitation only)
14.05	<p><b>Chairperson's Opening Remarks</b> Rebecca Healey, Managing Partner, <b>Incisus Capital Partners</b></p>	<p><b>Chairperson's Opening Remarks</b> Julia Streets, CEO, <b>Streets Consulting</b></p>	<p>Informal, buy side only, subject-specific roundtables give you a unique opportunity to drill down into the details of an issue which is really important to you by probing the knowledge and expertise of industry leaders. Each roundtable is limited to 10 people for maximum interaction and is designed for you to meet like-minded peers and source practical solutions collaboratively. An exceptional way to genuinely get to grips with your key challenges.</p>	<p>By invitation only: This boardroom provides an exclusive opportunity for buy side Global Heads of Trading to meet up with like-minded peers. <b>Open to buy side Global and European Heads of Trading from leading asset managers and hedge funds only</b> – this is a chance to discuss 'off-the-record' the most pressing issues, share experience and talk through solutions.</p>
14.10	<p><b>DISCUSSION PANEL: How are current regulations and technologies impacting the trading desk?</b></p> <p>Dissect how the equity trading market is preparing for impending regulatory changes and how best to improve processes and technologies to ensure compliance. With insight from two leading buy side firms, a leading global exchange, a securities company and a communication technology firm, understand exactly what you need to do and who you need to work with to ensure compliance.</p> <ul style="list-style-type: none"> <li>• How are the current regulations impacting organisations' approach to compliance and surveillance?</li> <li>• What is the impact of fragmentation of liquidity on multiple platforms</li> <li>• What current systems do brokers have in place to demonstrate they are compliant?</li> <li>• What are the current opportunities to ensure high quality execution and how is the current marketplace changing?</li> <li>• Internal overhaul vs new system investment: What are the factors to consider?</li> <li>• What do the buy side need to see/demonstrate to ensure increased confidence in trading decisions, better trading velocity and better liquidity?</li> </ul> <p><b>Alexander Neil</b>, Head of Equity &amp; Derivatives Trading, <b>EFG Bank</b>  <b>Robert Powell</b>, Global Head of Compliance &amp; Product Management, <b>Etrali Trading Solutions, IPC</b>  <b>James Fairweather</b>, Head, Global Execution Services, Europe, <b>ABN AMRO Clearing</b>  <b>Valerie Bannert-Thurner</b>, VP, Risk &amp; Surveillance Solutions, <b>Nasdaq</b>  <b>Deana Djurdjevic</b>, SVP, Equities Trading, <b>TMX</b></p>	<p><b>INTERVIEW: FinTech- How are the new players adding value and who are the winners for 2016?</b></p> <p>With the buy side looking to take more control over trading systems, and investment banks trying to adapt new business processes and operational models, the emergence of FinTech represents both a threat and opportunity to the capital market. Witness this compelling interview looking at how new technology innovations are being evaluated and invested and what their value is in the current market.</p> <ul style="list-style-type: none"> <li>• How much can we rely on brokers now for technology and how can FinTech drive buy side autonomy and growth?</li> <li>• Buy vs. build- identifying exactly what you need and how to get it</li> <li>• How to demonstrate that by increasing technology investments, you can do more yourself, reduce commissions and cost of execution</li> <li>• Who are the disruptors of tomorrow and what are the technologies that can drive change in the financial markets?</li> </ul> <p><b>Paul Malloy</b>, Head, Fixed Income Europe, <b>Vanguard Asset Management</b>  <b>Sam Chadwick</b>, Director, Strategy and Innovation, <b>Thomson Reuters</b>  <b>Alfred Eskandar</b>, CEO, <b>Portware</b></p>	<p>Grab a coffee and chose your table; all roundtables will happen simultaneously and you are encouraged to bring your own questions and suggestions, pre-prepared or otherwise.</p> <p><b>Table 1: Trading Fixed Income- how to transfer skills from equity trading to build an efficient multi-asset trading desk</b></p> <p><b>Vipul Chandna</b>, Head of Business Solutions, <b>Sarasin &amp; Partners</b></p> <p><b>Table 2: What do the buy side need to do to best manage brokers and ensure best-in-class execution?</b></p> <p><b>Giovanni Beliossi</b>, Managing Director, <b>Auriel Capital</b></p> <p><i>continued on next page</i></p>	<p>See page 28 for more information</p> <p>Drinks Reception Sponsored By</p> 

14.45

### DISCUSSION PANEL: How to build a broker list that combines the expertise and specialty needed for best execution

Discover how three leading asset managers are reassessing their current broker lists and how current best execution guidelines are shifting the specification of a successful broker. Identify where to start when re-evaluating current partnerships and understand what brokers best fit your organisation requirements.

- How many and what type of brokers are needed to provide the market coverage and assistance you require?
- Boutique firms vs large banks: Identifying the benefits and pitfalls of each option
- How to find the optimal benchmark
- How much responsibility do the buy side have in best execution reporting and how can they help frame the model?
- How will these changes impact the market structure?

**Chantal Brennan**, Chief Investment Officer, **Davy Asset Management**

**Gordon Wood**, European Equity Trader, **Invesco Perpetual**

**Neil Scarth**, Principal, **Frost Consulting**

**Henry Reece**, Head, Sales, **SIG**

**Frederic Surry**, Head, Equities and Convertibles, **BNP Paribas Investment**

### INTERVIEW: Evaluating the power of price prediction with big data and machine learning

Technology disruption is providing the financial industry with new avenues for business and managing risk. Gain a deeper understanding from the alternative asset manager, KFL Asset Management, who have broken new ground in data mining and machine learning, on how big data and machines can be used to predict price and how this can be used sustainably to remain competitive.

- Where is this data coming from and, how can this be mined and analysed accurately?
- Insight on trading algorithms that make picks based on specific "signals" in data and understand the capabilities of these predictive models
- What is the real advantage of computers over human stock pickers? Is there a balance of the two needed?
- How do the computers actually work regarding sourcing a price, evaluating risk and execution?
- How to sustain that competitive edge when the algo patterns are discovered?

**Dave Sanderson**, President, **KFL Asset Management**

**Mark Spanbroek**, Acting Chairman, **FIA European Principal Traders Association**

**Table 3: Trading jobs are disappearing. Are buy-side traders required or just hanging on until technology makes them redundant?**

**Marcus Hooper**, Dealing Consultant, **Sarasin & Partners**

Think Tank Continues



15.20

### INTERVIEW: Redefining the sell side's strategic customer value proposition – How to best drive value-add and what are the buy side looking for?

Understand how BNP Paribas Investment are sourcing liquidity and what value and demands they are now expecting from their brokers. HSBC provide the sell side insight on how they are adapting their offerings to be flexible and ensure they are catering to all client demands.

- Where is liquidity coming from and how are buy side processes changing to cope with market stress?
- How are buy side demands evolving and what level of customisation is needed and expected in today's market?
- Best strategies to remain flexible with offerings and ensuring you offer the operational backbone essential to cater for your clients requests
- How are brokers coping with more value expected at a better cost
- What are the consultancy and optimisation offerings available that asset managers are not investing in?

**Mahmoud Elarbi**, Head of Central Risk Book, **HSBC**

**Christoph Mast**, Global Head, Equity Trading, **Allianz Global Investors**

### Best trading and execution technology: Technology choices for racing ahead at LMAX exchange

Gil Tene has been involved with virtual machine and runtime technologies for the past 25 years. His pet focus areas include system responsiveness and latency behaviour. He pioneered the Continuously Concurrent Compacting Collector (C4) that powers Azul's continuously reactive Java platforms. In past lives, he also designed and built operating systems, network switches, firewalls, and laser based mosquito interception systems.

**Gil Tene**, CTO and Co-Founder, **Azul Systems**



15.40

### Afternoon Coffee & Networking

## Stream A: Best Execution and Venue Analysis

## Stream B: Trading Strategies for Volatile Markets

## Stream C: Trading New Assets

16.10

### Rethinking the investment process to identify how market trends impact the flow of liquidity and impact trading

Norges Bank Investment Management (NBIM) is the asset management unit of the Norwegian central bank (Norges Bank) and manages the Norwegian Government Pension Fund. Throughout his role he has covered fields such as cross-asset transactions cost analysis (TCA), cost-aware portfolio optimisation, impact modelling and short-term order flow analytics. His focus has shifted gradually up the value chain, from algorithms to optimal trading in order flow with different characteristics.

- Why trading needs to be an integral part of the investment decision
- Improving alpha capture in the interface between investment and trading
- How the investment decision can guide how the trade is structured

**Ståle Vilming**, Head, Trading Strategies, **Norges Bank Investment Management**

### T2S – making European post-trading easier

Mehdi has been involved in the T2S Programme from its inception and has extensive understanding of how this can improve the highly fragmented securities settlement infrastructure in Europe. Formerly, he worked for Euroclear and Euronext giving him a practical perspective on key industry issues. Mehdi's in-depth overview of T2S places him impeccably to provide a unique update on the program progression after wave 1 goes live this July, and prior to the larger wave 2 going live in 2016. Mr Manaa will share thoughts on how current regulations can help drive the creation of the single market for financial services in the EU.

**Mehdi Manaa**, Head, Market Infrastructure Development Division, **ECB**

### The evolution of the ETF landscape and the impact for the investor

Sjoerd has been a key contributor to the company's trading strategy, set-up and operations, acting as Head of Trading since 2009. In 2010, Sjoerd was named COO due to his keen insight into the necessary interrelationship between technology and trading. In this capacity he has been responsible for both Trading and IT and Development operations and in trading over 500 billion euro value in ETPs.

- Overview of new products on the market and how are they adding liquidity to the market?
- Evaluating the benefits of ETFs from the end investor point of view regarding sophistication, specificity and customisation
- Does the shift to more indexing and ETF trading provide more market liquidity?
- How are banks better utilising technology cross departments to better hedge and provide competitive pricing for the buy side and the end client?

**Sjoerd Rietberg**, Co-CEO, **FlowTraders**



16.30

### DISCUSSION PANEL: What advances in venue analysis are enabling traders to provide more detailed trade routing information to their end clients?

Witness from the top 10 ranked European asset managers, Fidelity and Amundi Asset Management, how they are executing more control over their trades. With increasing investments in venue analysis technology, understand what tools and strategies help assess trade routing and how current tools can analyse and explain routing behaviour and venue performance.

- What are the new demands for the buy side and how can they take responsibility for this new reporting?
- Where are the trades being executed and how can asset managers really get this information?
- If trades are not executed, why did this happen?
- Who are the players of tomorrow that better analyse order routing
- How are these technology providers offering something different?

**Victoria Kelly**, Head, Equity Trading, **Fidelity Worldwide Investment**

**Frederic Pons**, Deputy Head, Dealing, **Amundi Asset Management**

**Claus Mose**, Head, Equity and FX Trading, **SparInvest**

**Philippe Buhannic**, CEO, **TradingScreen**

**Alun Cutler**, Director Product Management EMEA, **Charles River Development**

Moderator: **Joe McGrath**, Managing Editor, Trading & Custody, **Asset International**

### ALL STAR PANEL: Trading Russian stocks- if the most sophisticated investors are investing, why aren't you?

Gain a full market perspective on how trading in Russia is evolving, and more importantly, what the current state of play is regarding market infrastructure and reform. Decipher how growth of the ruble as a trading currency, the corporate actions reform and euroclear settlement are driving interest in this market.

- How to get in on the action: What are the easiest and safest investment strategies?
- Current evaluation and challenges of the Russian economy and predictions for the future
- Evaluating the improved corporate action voting impact
- Riding the wave of volatility- are equities and equity-like products the answer?
- Growth of the RUB as a trading currency

**Tim Bevan**, CEO, **BCS Prime Brokerage**

**Grigoriy Kozin**, Director, Head of Prime Services, **Otkritie**

**Tom O'Brien**, Head of International Sales, **Moscow Exchange**

### DISCUSSION PANEL: What are the first steps in stopping market abuse?

With the laws of market abuse changing in Europe, there is growing pressure to publish insider information accurately and immediately. Discover how abusive market activity is impacting leading buy side firms Alliance Bernstein and Principal and what innovations are available to ensure a fairer market.

- How is abusive market activity impacting institutions?
- Spoofing: How can companies monitor this and where is the innovation of sophisticated monitoring capabilities?
- Insight into current cooperation between exchanges, other trading venues and market participants
- How can you work better with law enforcement bodies on describing what level of restrictions are sufficient for the public and algo traders
- How can you use non-live testing of algos to help prevent market disorder and market abuse

**Kjelle Blom**, Head, Market Structure, **Optiver**

**Nick Idelson**, Technical Director, **TraderServe** (In partnership with SQS Group)

**David Miller**, Head, EMEA Trading, **Invesco**

Moderator: **Remco Lenterman**, Advisor, **FIA**

17.05

### Transit time

17.10

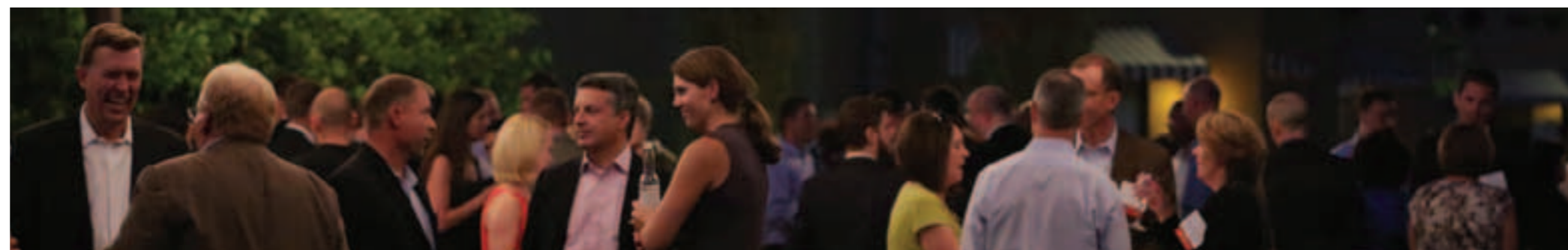
### CLOSING KEYNOTE- Data driven Formula One; Insights into risk and performance management

Mark has worked in Formula One for almost 30 years and has spent the last 15 working as senior executive within the management of Jordan Grand Prix, Red Bull Racing and Cosworth. While operating at the centre of this fascinating sports business, Mark has worked directly with the world's top drivers and team owners, giving him a privileged understanding of what it takes to be a world class competitor. Formula One is a unique mix of business and sport, where strong leadership, efficient team work, split second decision making and a clear focus on delivery are required to compete at the highest levels in the 20 Grands Prix which comprise the FIA Formula One World Championship.

**Mark Gallagher**, **Formula 1 Commentator, Pundit and Former Head of Cosworth's F1 Business**

17.45

### TradeTech 2016 Drinks Reception



# Main Conference Day Two

Wednesday 13th April 2016



8.30 Refreshments and Registration

9:15 Chair's Opening Remarks

Richard Balarkas, CEO, **Quendon Consulting**

09.30 **GUEST KEYNOTE PRESENTATION- How to see into the future: Evaluating economic investments and forecastings to make better predictions**

Tim Harford looks at the investment and forecasting record of two great economists, and at the latest psychological and statistical research on what makes a good forecaster. He asks how we can make better predictions - and shows us how to cope when our predictions don't work out. Tim is an economist, writer and broadcaster. He's the author of the million selling "The Undercover Economist" and more recently of "Adapt". He's won awards both for his Financial Times columns and his BBC radio series, "More or Less", which debunks dubious statistics wherever they may lurk. He's spoken at the TED conference, on the stand-up comedy circuit and at the Sydney Opera House.

Tim Harford, The Undercover Economist, **The Financial Times**

10.00 **INTERVIEW: The market and economic implications of movements in foreign exchange and active currency management**

Interviewee: Alistair Moran, Portfolio Manager, **UBS Asset Management**

Interviewer: Tim Harford, The Undercover Economist, **The Financial Times**

10.20 Refreshments and Networking in the Exhibit Hall

## Navigating New Venues and Their Market Impact

11.00 **ALL STAR PANEL: Equity market fragmentation- Where is it coming from and what are the opportunities for your desk to generate alpha?**

With growing fragmentation in the European equity market and the constant advances in information technology and evolving regulations lowering barriers to entry, it is essential to understand how all market participants are providing liquidity. Gain an in depth understanding of what the regulators are doing to improve market quality, and how leading exchange LSE and sell side Liquidnet and Exane BNP Paribas are responding to the increasing need for market transparency and helping restore confidence and clarity in the European market structure.

- Turning challenges into opportunities: How are regulators explaining the rise of new systems and venues as a growth opportunity for liquidity?
- How are systematic internalisers (SIs) impacting the market? Are they driving healthy competition or adding increased fragmentation?
- How can SIs help companies develop a more flexible infrastructure that can respond to changes in flow and liquidity?
- What is the attitude to new entrants and what do they need to demonstrate to prove they are adding liquidity?

Moderator: Mehdi Manaa, Head, Market Infrastructure Development Division, **ECB**

David Miller, Head, EMEA Trading, **Invesco**

Hubert Rotivel, Global Head of Dealing, **BNP Paribas Dealing Services**

Arjun Singh-Muchelle, Senior Advisor, Regulatory Affairs (Institutional and Capital Markets), **The Investment Association**

James Baugh, Head of Pan European Sales and Marketing, London Stock Exchange Equities, **Turquoise**

Antoine Bisson, Head, Execution, **Exane BNP Paribas**

## Finding Liquidity in the Dark

11.40 **ALL STAR PANEL: Dark pool trading- Are the MiFID II limits on trading and wavers a help or a hindrance to drive market liquidity?**

The impending caps on dark pool trading will massively impact the European equity market. The FCA will provide much needed clarification on the caps and how they will work in practice, and leading buy side firms Legal and General and Union Investment explain how they will be rethinking execution strategies and how they will meet the requirements of the new trading environment.

- Discovering how dark pool trading caps will be made functional and what will happen once the cap is reached
- How will these caps impact the market, including OTC and dark pool trading
- What are the activities of HFTs given these caps
- What are the questions to be asking to combat conflict of interest with your brokers?
- How are banks managing these challenges and explaining how these dark pools run and what the requirements are?

**Christian Krohn**, Head, Equities, **AFME**

**Rupert Fennelly**, Head, Electronic Trading, Europe, **Morgan Stanley**

**Tom Springbett**, Manager, Trading Venues Policy, **Financial Conduct Authority**

**Stephane Giordano**, Chairman of the French Financial Market Association (AMAFI), **Societe Generale**

**Christoph Hock**, Head, Multi-Asset Trading, **Union Investment**

12.20

## ALL STAR PANEL: How are innovations in crossing networks and block trading contributing to market liquidity?

Dissect what the latest innovations in block trading are, with insight from top global asset managers T.Rowe Price and Deutsche Bank Asset Management, investment bank Goldman Sachs and brokers ITG and Instinet. Witness how current crossing networks are adding liquidity, and how new trading platforms Luminex and Plato are competing in this market.

- How can blocks create liquidity and what is the expected market impact?
- Managing transaction costs and how will this impact market structure
- What is the future of smarter trading through blocks with increased costs on research and market analysis
- How are they being accepted by the regulators and how much more liquidity are they providing to the market?
- How are Luminex and Plato developing as effective, trusted and clean crossing networks?

**Mike Bellaro**, Global Head, Trading, **Deutsche Bank Asset Management**

**Chris Jackson**, Head, EQS, **Liquidnet**

**Ralston Robert**, Co-Head, Electronic Trading, EMEA, **Goldman Sachs**

**Duncan Higgins**, Managing Director, Head of Electronic Sales, EMEA, **ITG**

**Adam Toms**, CEO, **Instinet Europe**

13.00

## Lunch

### “Women in Trading” Think Tank

This women-only interactive seminar looks at what it means to be a woman in trading in 2016. Hosted by two prominent women in the European trading space, discuss your concerns, aspirations and challenges and find solutions from your female peers.

**Alison Hollingshead**, Head of Investment Management Services, **Man Group** & **Danièle Chekroun**, Head, European Equity Execution, **AXA Investment Management**



	Stream A: Desk Efficiency and Smarter Trading Decisions	Stream B: Analysing New Market Opportunities	Stream C: Disruptive Technologies in Shaping the Future of Trading	INTERACTIVE SESSIONS Limited to 20 participants
14.00	Chairperson's Opening Remarks	Chairperson's Opening Remarks	Chairperson's Opening Remarks	(14.30-15.30)
14.10	<p><b>INTERACTIVE PANEL: How to improve algo selection, customisation and routing logic</b></p> <p>Benefit from the experience of three leading buy side companies, with varying AUMs, on how to best evaluate the performance of algos, what happens to your order once routed and ensure that the algos you are using are the right algos at the right time. Gain insight on what questions you need to be asking your providers to ensure you are outperforming the benchmark.</p> <ul style="list-style-type: none"> <li>• How to best evaluate what is out there and what is right for you at the right time?</li> <li>• What the questions you need to be asking your provider to ensure you outperform the benchmark and are constantly optimising?</li> <li>• Best analysing the performance of algos and making smart decisions based on this analysis</li> <li>• Identifying what happens to your order once routed, and how your algos are behaving</li> </ul> <p><b>Alex van Eijk</b>, Head, Trading, <b>NN Investment Partners</b>  <b>Hendrik Klein</b>, CEO, <b>Da Vinci Invest</b>  <b>Claus Mose</b>, Head, Equity and FX Trading, <b>SparInvest</b></p>	<p><b>INTERACTIVE PANEL: What are the new frontiers in analysis to improve trade execution and smarter long-term investment decisions</b></p> <p>Discover from US hedge funds, Motif Capital Management and Rebellion Research, and the leading market data analysis firm OTAS Technologies, how better data and smarter analysis will revolutionise investing and trading in the future. Examine what to look for in your data and how this translates to future investment strategies.</p> <ul style="list-style-type: none"> <li>• What are the quick, improved and cheaper solutions for data management?</li> <li>• Where is this data coming from and how can this be used to develop long-term investment portfolios?</li> <li>• How can you bring all the necessary information together, clean it, and extract what you need</li> <li>• What to look for in your data to spot future trends and how does this translate in practice to the returns you are looking for?</li> <li>• How will this change how the market trades and invest in the future?</li> </ul> <p><b>Alexander Fleiss</b>, CEO, Chief Investment Officer &amp; Co-Founder, <b>Rebellion Research</b>  <b>Tom Doris</b>, CEO, <b>OTAS Technologies</b></p>	<p><b>Blockchain clearing and settlement: Crossing the chasm</b></p> <p>Larry is the founder of TABB Group, the financial markets' research and strategic advisory firm focused exclusively on capital markets. Launched in 2003 and based on the interview-based research methodology of "first-person knowledge" he developed, TABB analyses and quantifies the investing value chain from the fiduciary, investment manager, broker, exchange and custodian, helping senior business leaders gain a truer understanding of financial markets issues.</p> <p><b>Larry Tabb</b>, CEO, <b>TABB Consulting</b></p>	<p><b>SYNERGY WORKSHOP: Talent management and recruitment in trading- Developing the trader of the future</b></p> <p>Clare is Founder of Essentia Analytics, a financial software company that uses behavioural data analytics to help professional investors do more of what they're good at and less of what they're not. Prior to founding Essentia, she spent 10 years as a fund manager, both active equity and hedge. She ultimately "went native" into the software space as the President of Beauchamp Financial Technology, a market-leading provider of portfolio management systems to hedge funds, which was acquired by Linedata Services S.A.</p> <ul style="list-style-type: none"> <li>• What does the trading team skill set look like now compared to 10 years ago?</li> <li>• How to match what you need on your trading desk to what talent is available?</li> <li>• Where to start when developing your team: Recruitment or internal training and why?</li> </ul> <p><b>Clare Flynn Levy</b>, Founder / CEO, <b>Essentia Analytics</b></p>

14.35

### 14.10 Session Continues

14.50

#### How to avoid missing trading opportunities through improved connectivity: Maximise market impact and minimise your footprint

Principal Global Investment manages close to \$500 billion in asset under management, with Huw managing the equity trading strategies. He gives information on the evolution of equity trading in various international markets, including Europe, Africa and the Middle East, with a special focus on market rigging and high frequency trading activity in the sector.

- Strategies to drive improvements in connectivity and security for a more real time and intelligent market
- What are the risks in security that the market need to be aware of? Information leakage?
- Who is investing in security precautions and what should we be learning from other sectors?
- Identifying the key actions needed to protect your organisation and are they worth the investment now?

### 14.10 Session Continues

#### Going multi-asset: How to develop a truly effective trading desk to manage and trade key asset classes profitably

One of Europe's leading asset managers, Christoph manages trading activities for the entire portfolio including cash equities, listed and OTC derivatives, funds and ETFs, especially for the equity side in currencies and securities lending. With extensive experience in portfolio management and trading, and having recently implemented a multi-asset trading desk, he is an ideal candidate to discuss what needs to be done to put this in place.

- What the preparatory steps in developing a multi-asset desk? Have you taken them?
- How are the sell side responding given their often siloed buy side trading desks and various touch points - what is really needed?
- Evaluating the current capabilities of reporting systems for multi-asset trading: What needs to be improved?
- How can a multi-asset desk help leverage market intelligence and combined execution?

**Christoph Hock**, Head, Multi-Asset Trading, **Union Investment**

#### FIRE SIDE CHAT: The next generation of financial innovators and disruptors- How is blockchain changing financial systems?

With blockchain being one of the most hotly anticipated disruptors to hit the finance sector, gain insight from the CDO of BNP Paribas Securities Services, who is in charge of the bank's digital strategy and responsible for driving proposals in the areas of digital business transformation through big data, blockchain, and employee augmented 2.0. Discover how he sees blockchain influencing current financial processes and impacting trading processes.

- Understanding how bitcoin and blockchain work together and whether they are uses with other cryptocurrencies
- How will blockchain impact how the market operates and market structure?
- How will blockchain make data more democratic and accessible?
- Defining blockchain's use in settlements and it's future applications in open data

**Matthew Grabois**, Global Marketing Manager - Digital Transformation Leader, **BNP Paribas Securities Services**

**Vipul Chandna**, Head of Business Solutions, **Sarasin & Partners**

15.10

### Refreshments in the Exhibit Hall



“ The structure of the conference was such that you were able to customise what you wanted to extract from your time in Paris from a very diverse set of topics”

Simon Steward, Head, EMEA Trading, Capital International

15.40 **ALL STAR PANEL: China- what has happened post crash and what are the opportunities for your desk?**

After China's stock market having fallen, concerns around the global economy and how this will impact trading has grown. Hear from four prominent firms on how trading in China differs from Europe, where the opportunities are, what the order flows currently look like and what the key differences are to ensure you plan the right strategy to achieve real growth in the Asian markets.

- How do Chinese regulators compare to European regulators regarding management of a potential market crash
- What are the current developments with the Shanghai-Hong Kong Stock Connect
- What do you need to think about if you want to connect to China? What do you need to ask your brokers and what intel can they really provide on this market?
- How is the HFT market developing and volumes changing?

Nic Yiu, Lead Trader, China, **Allianz Global Investors**  
Rakesh Patel, Co-Head of Equities, Asia Pacific, **HSBC**

16.20 **OXFORD STYLE DEBATE- Will 2016 be the year of the recession- Yes or no?**

Do not miss our closing debate with experts evaluating how the recent extreme economic turbulence will impact the global economy. Slowing global growth has been one of the predominant investing themes this year, however hear expert arguments for both for and against and make up your mind with practical experience and statistics for you to best plan your strategy for 2016.

16.50 **Closing Remarks from the Chairperson**

17.00 **Close of Conference- See you Next Year!**



# Buy Side Head Trader Think Tank

2pm-3.50pm - Tuesday 12th April 2016



By invitation only: This boardroom provides an exclusive opportunity for buy side Global and European Heads of Trading to meet up with like-minded peers.

Open to leading asset managers and hedge funds only – this is a chance to discuss ‘off-the-record’ the most pressing issues, share experience and talk through solutions.

#### Participants confirmed:

- Mike Bellaro, Global Head of Equity Trading, **Deutsche Bank Asset Management**
- Christoph Mast, Global Head, Trading, **Allianz Global Investors**
- David Miller, Head, EMEA Trading, **Invesco**
- Nicolas Courbon, Head, Trading Desk, **Carmignac Gestion**
- Christoph Hock, Head, Multi-Asset Trading, **Union Investment**
- Dale Brooksbank, Managing Director, Head, Trading EMEA, **State Street Global Advisors**
- Mike Carroll, Head, Equity Trading UK, **Wellington Management**
- Simon Steward, Head, European Equity Trading, **Capital Group**
- Danièle Chekroun, Head, European Equity Execution, **AXA Investment Management**
- Laurent Esposito, Head, Trading, **HSBC Global Asset Management**
- Laurent Albert, Global Head, Trading, **Natixis Asset Management**
- Miles Kumaresan, Global Head of Trading, **Nordea Investment Management**
- Edward Atkins, Global Head of Equity Trading, **Pictet Asset Management**

#### 14.00 Boardroom discussion: Sharing solutions and devising strategies

- The evolution of the sector trading approach
- PR for the financial market and green credentials
- Impact of regulatory equivalence on the buy side
- The future of Buy Side developing their own algorithms
- Harmonising global buy side and sell side on coverage with commission
- Equity vs Fixed Income- Who is learning from whom regarding trading infrastructures?

#### 15.20 Private reception and informal group discussion – Drinks reception sponsored by



#### 16.10 Rejoin main conference







# Why Sponsor?

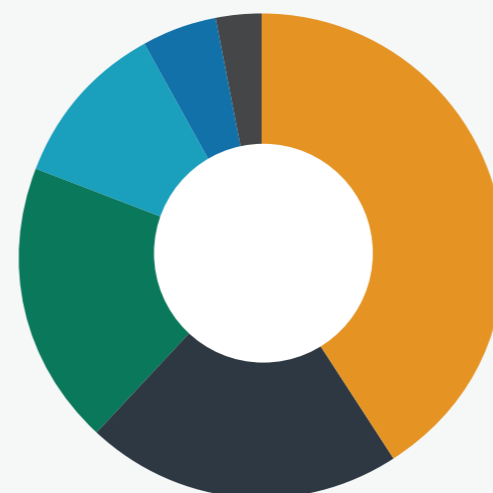
Do you see value in raising your profile amongst Europe's most senior equity trading experts and decision makers?

TradeTech is the only conference to gather Heads of Trading and Senior Equity Professionals from Europe's leading financial institutions. These decision makers are attending TradeTech to meet credible partners who can help them improve their equity trading strategy for 2016.

## Benefits of Sponsoring

-  **Generate qualified leads** from our highly focused, European audience including traders from the entire trading value chain
-  **Engage with existing clients and new prospects** through interactive conference formats. Gain direct contact, join discussion panels and lead drill down roundtable cafes and workshops to demonstrate thought leadership
-  **Position your company brand** to a high level audience creating a valuable impression as an industry leader
-  **Launch new products or services** by drawing attention to your products and brand. Use the conference as a launch pad for new developments, products or services
-  **Broker new business partnerships** with other supporters and delegates. Attendees at the conference are looking for new and exciting partners to deliver more compelling products and solutions. WBR conferences offer you an ideal opportunity for just this

## Industry Breakdown



- 41% Buy Side
- 21% Sell Side
- 19% Solution Providers
- 11% Exchanges
- 5% Press
- 3% Other

## Geographical Breakdown



- 47% United Kingdom
- 15% France
- 7% Nordics
- 7% Germany
- 6% Switzerland
- 5% US
- 13% Rest of Europe

## Who Will You Meet?

450+ buy side senior equity professionals with real decision-making power

465+ companies

including Blackrock, Invesco, State Street Global Advisors, Amundi Asset Management, Allianz Global Investors and much more from the Top 300 European Asset Managers

1000+ attendees

from all key market participants in the European equity trading community

80+ expert industry speakers

including the most senior speakers from 16 of the Top 20 European Asset Managers

Download The Attendee List 

LIMITED SPONSORSHIP AND BRANDING OPPORTUNITIES AVAILABLE

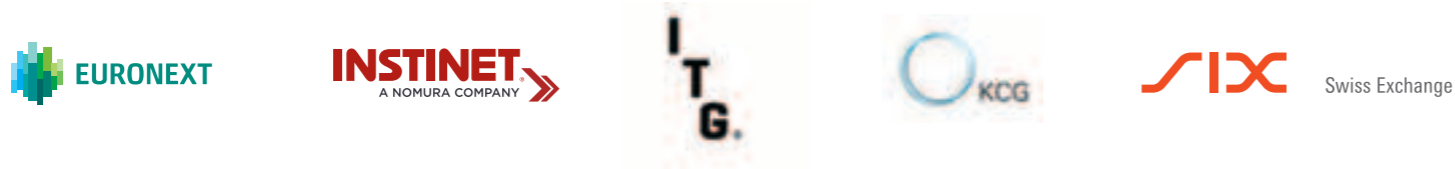
Find out more by contacting  
 Arry Langston  
 ✉ Arry.Langston@wbr.co.uk  
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# Venue

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## A MAGICAL CITY

Is there really anywhere else to hold Europe's most significant trading event? The capital of France provides the perfect backdrop for the 2 most important days of the year for the entire trading community to meet. Spectacular architecture, iconic buildings, delicious cuisine, beautiful wine and plenty of historic culture.

## A SPECIAL ANNIVERSARY CELEBRATION

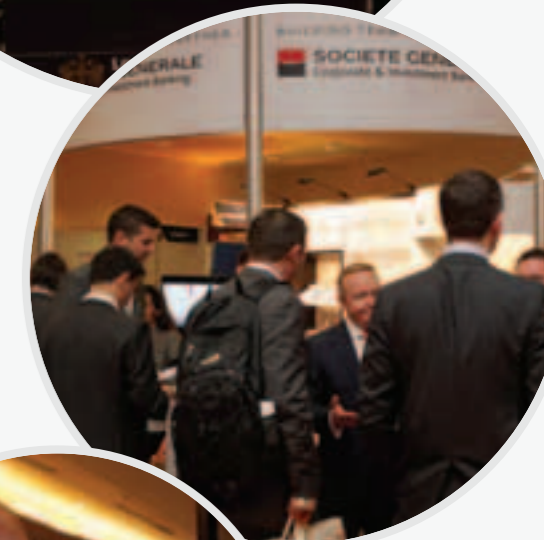
2016 marks 15 years of TradeTech and we're inviting you to join us for celebratory drinks at the end of day one. TradeTech promises a spectacle and our famous networking and drinks receptions are always worth staying for. These are a great way to unwind and discuss not only the day's events, but how much the industry has changed and evolved over the 15 years, with your new connections or old friends.

## THE FUN STUFF

Join in competitions to win huge prizes, enjoy our drinks receptions, try some games with our sponsors in the exhibitor hall - we guarantee a good time at TradeTech!

## ALL THE TECHNOLOGY YOU NEED UNDER ONE ROOF

Our exhibition hall is not about a bunch of executives pushing a random technology, trying to sell you the "hottest thing" - you'll identify which solution will work for your business. We've done the legwork, cultivating the latest and greatest in tech - simply walk into the Exhibition Hall and find your next long-term partner.



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## Buy Side

Three Day Conference

COMPLIMENTARY PASSES AVAILABLE

## Sell Side/Exchanges

	Standard Price
Two Day Conference	£2,095

## Vendors

	Standard Price
Two Day Conference	£2,999

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Once you have attended the event you can contact us to get your Certificate of Continuing Professional Development which will include the number of CPD hours you have obtained. The numbers of hours is only calculated by the CPD Service once the event has taken place. For more details about the benefits of undertaking CPD activities visit the CPD website.

## Please Note:

For questions about group discounts, please contact the TradeTech Europe Team at: +44 (0)207 368 9540 or email [tradetech@wbr.co.uk](mailto:tradetech@wbr.co.uk)

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